



Buying Your First Home

- Presented by Makala Brown with RE/MAX Encore

RE/MAX Encore

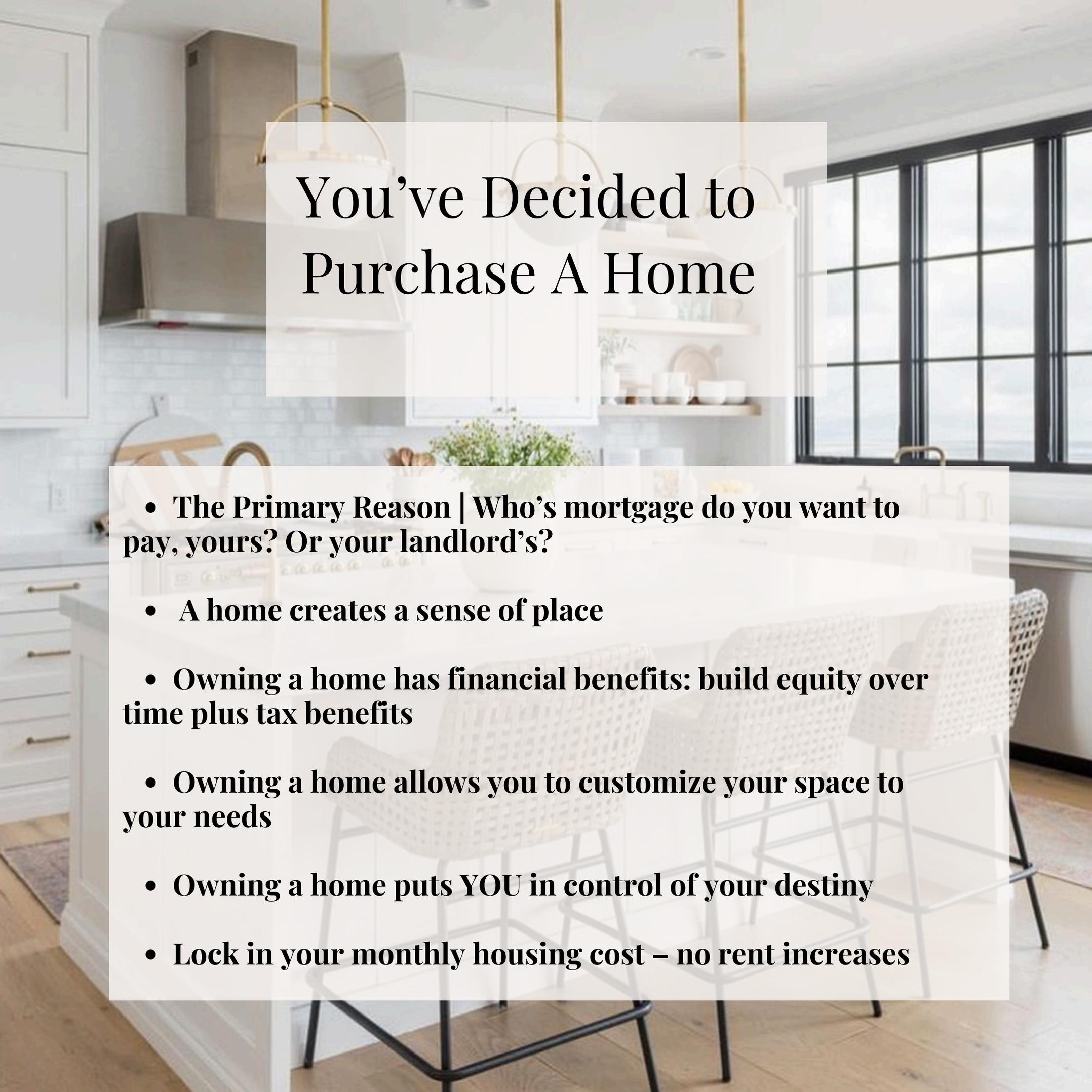
Makala Brown

10 years of experience



- Realtor since 2016
- RE/MAX Platinum award
- RE/MAX 100% Club
- **ABR** (Accredited Buyers Representative)
- Personal passion is working with first time buyers
- NH Licensed





You've Decided to Purchase A Home

- **The Primary Reason | Who's mortgage do you want to pay, yours? Or your landlord's?**
- **A home creates a sense of place**
- **Owning a home has financial benefits: build equity over time plus tax benefits**
- **Owning a home allows you to customize your space to your needs**
- **Owning a home puts YOU in control of your destiny**
- **Lock in your monthly housing cost – no rent increases**

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Buying A Home Is Complicated

- *Bidding Wars*
- *Inspections*
- *Getting a Mortgage*
- *Low Inventory*
- *Rising Prices Down*
- *Payments Supply & Demand Buyer's*
- *Agent Seller's*
- *Agent MLS*
- *Open Houses*
- *Showings*
- *Appraisals*
- *Disclosures*
- *Paperwork*
- **Contracts**
- *Closing*
- **PMI**
- *Packing and Moving*

I am here today, to help you become a
smarter buyer



Why Do People Sell Homes?

Life Event Changes



- *Sellers Sell homes because of Life Changes*
- *Marriage, Divorce*
- *Families Grow, Families Change*
- *Career Changes*
- *Job Relocations*
- *People Retire*
- *People Pass Away*
- *The Desire for More Space*
- *Downsizing*
- *Community Benefits*

People sell homes for the same reason you buying a home; Life Changes

How homes are sold

- Most people list their homes for sale with a Real Estate Agent and pay that agent a fee for the service and selling the home
- The Seller's Agent negotiates the offer and terms to obtain the highest price and best terms for their seller
- The home is placed in the MLS (Multiple Listing Service)
- MLS feeds the listing to 1,000's of web services online
 - Realtor.com
 - Zillow
 - Trulia
 - Redfin
 - And more

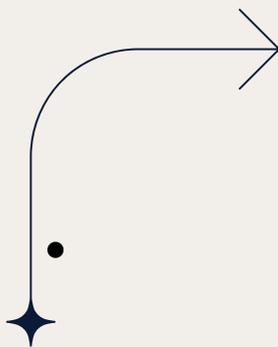
Via this process the Seller's Agent
REPRESENTS the Seller



OLDCAR : Understanding Agency



- **O** | Obedience: To the client's lawful instruction
- **L** | Loyalty: The client's best interest is paramount
- **D** | Disclosure: All relevant facts are revealed to the principal
- **C** | Confidentiality: All privileged information is protected
- **A** | Accountability: All monies and properties are held in trust
- **R** | Reasonable Care & Diligence: Skill and competence in pursuing the principal's affairs

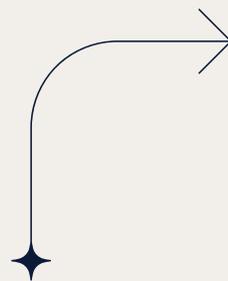


Buying a Home | The Basics

- *Find an Agent*
- *Find a Lender*
- *Find a Home*
- *Make an Offer*
- *Get a Home Inspection*
- *Obtain a Mortgage*
- *Close the Transaction*

Buyer's Agent Role

- Most sellers pay a commission or fee for services to the seller's broker and part of that fee is to compensate the agent that brings the buyer- 2024 RULE CHANGE
- Accomplished Agents Represent | They Don't Sell
- Buyer's Agent recommends strategies to win bidding wars and even better strategies to avoid bidding wars



Buyer's Agent Role Continued

- *A consultation between the agent and buyer is Key- lets get to know each other!*
- *Watch market, Plan and attend showings, communicate about properties on the market*
- *Understand your unique situation in terms of price & down payment*
- *Give advice on homes, interpret market data, explain inventory & absorption*
- *Make sure all documents are signed and in compliance*
- *Obtain a fully signed and executed Purchase & Sale*
- *Deliver earnest money funds for the purchase*
- *Recommend mortgage lenders for your unique financials*
- *Recommend attorneys*
- *Obtain the pre-approval*
- *Provide disclosures and documents*
- *Communicate relevant facts from the sellers' side*
- *Recommend offer strategies*
- *Attend the home inspection*
- *Coordinate the process with the mortgage lender and attorney*
- *Attend the final walkthrough*
- *Coordinate the closing activities*
- *Firefighter*
- *Become a resource after the purchase is complete*
- *Handle the ins and outs of the negotiation process including the preparation of all necessary forms when making an offer and/or counteroffer*
- *Help prepare the offer*
- *Looks out for your best interest in the transaction*
- *Problem solvers*
- *Professionalism*
- *Spot red flags*
- *Listen and answer all your questions and concerns*
- *Provide accurate contracts for utility transfers*



Tying It All Together

What makes a great agent?

- *Feet on the street*
- *Its not just a job, it's a livelihood and how an agent make a living and should be their primary source of income*

What makes a great process?

- *The team approach; Agent, Lender, and Attorney work together and in your best interest*

Quick Nuggets

- *Agency Disclosure Form*
- *Contracts*
- *Inspection Forms- 2025 change*
- *Offer to Purchase Form*
- *How to find an agent?*

